

## The Basic CEO/Executive Development (2-day) Workshop

February 28th to March 1, 2006

at

U.S. SBA Indiana District Office  
8500 Keystone Crossing, Suite 400  
Indianapolis, IN 46240



### A U.S. SMALL BUSINESS ADMINISTRATION WORKSHOP

Presented by: USSMC, Inc., a 15 year successful veteran minority woman 8(a) management consulting/training, information/security technology firm.

Dynamic Experienced Trainers who have been there, done that.

To find out more about this company, please visit [www.ussmc.com](http://www.ussmc.com).



Jeff Harper

### Lead CEO/Executive Workshop Instructor:

The Basic CEO/Executive Development (2-day) Workshop is designed especially for 7(j)/8(a) small business CEO/Executive who want a real-life practical experience in doing business. We will explore the responsibilities of the CEO and the available resources that may help them to make an informed decision.

- Business and Strategic Planning
- Marketing and Doing business with the Federal Government
- Learn the procurement process and how to write winning proposals
- Financial Management for the 7(j)/8(a) Small Business Owner
- Management and Leadership for the 7(j)/8(a) Small Business Owner
- Mentor Protégé Programs
- Incorporating Technology Transfer/SBIR Opportunities
- Participation in the Government Surplus

Participants do not have to attend the 2-day Basic Workshop training in order to attend the Cost and Pricing Workshop Training, but, the firm must meet the eligibility criteria as set forth by the SBA. "ANY REPRESENTATIVE FROM THE FIRM INVOLVED IN THE BASIC CEO/EXECUTIVE DEVELOPMENT WORKSHOP CAN ATTEND THE COST AND PRICING WORKSHOP SEPARATELY."

Register for training at: <http://www.ussmc.com>. (scroll to bottom of this page to see registration area)

**Please note: These are two (2) Separate Classes. You must register separately for each class if interested in attending both.**

To obtain additional information, please contact:

Kathy Ragland, SBA Indiana District Office  
(317) 226-7272 or <mailto:kathy.ragland@sba.gov>

This is a basic business workshop exclusively for 7(j)/8(a) developmental eligible small business owners. **The class size is limited to 24 participants for each session. Only (1) representative from each firm is permitted.** This is a business workshop exclusively for 7(j) eligible small business owners. Register online for the workshop at: <http://www.ussmc.com> Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance of the workshop.